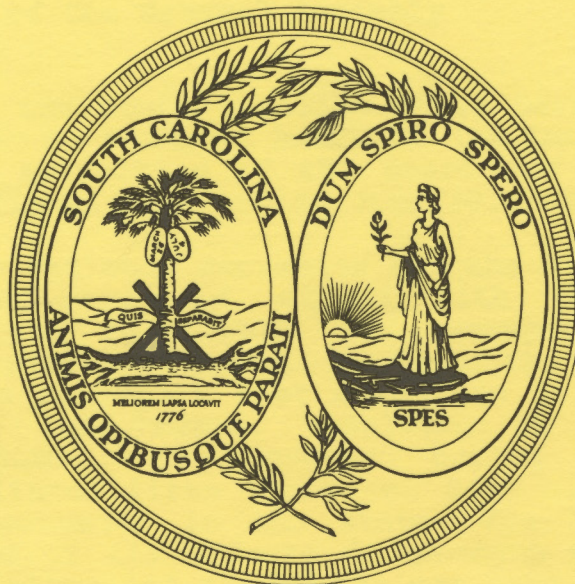


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# **SOUTH CAROLINA STATE DEVELOPMENT BOARD**



## **ANNUAL REPORT 1990-1991**

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State Budget And Control Board

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SOUTH CAROLINA  
STATE DEVELOPMENT BOARD

Columbia, South Carolina

October 15, 1991

To: His Excellency Carroll A. Campbell, Jr., Governor, and  
Members of the General Assembly

On behalf of the South Carolina State Development Board, I have the honor to transmit herewith its Annual Report, which outlines the activities of the Board and its staff during the 1990-91 fiscal year ending June 30, 1991.

Even with the national recession and the Gulf War, the state continued to grow and expand with sustained capital investments, a relatively low unemployment rate and increases in personal income. In fact, the State Development Board is able to report that more than \$1.3 billion in new and expanded investments, resulting in more than 9,000 direct new jobs, were announced during the fiscal year. Foreign-affiliated firms announced \$468 million in new and expanded investments in the state. The Development Board also is proud of its efforts to promote the state's rural areas, which attracted 47% of the new jobs announced.

As it has each year since its creation, the State Development Board works diligently to foster development activity that will sustain the state's economy.

Respectfully submitted,

WAYNE L. STERLING

Director



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## DEVELOPMENT BOARD MEMBERS

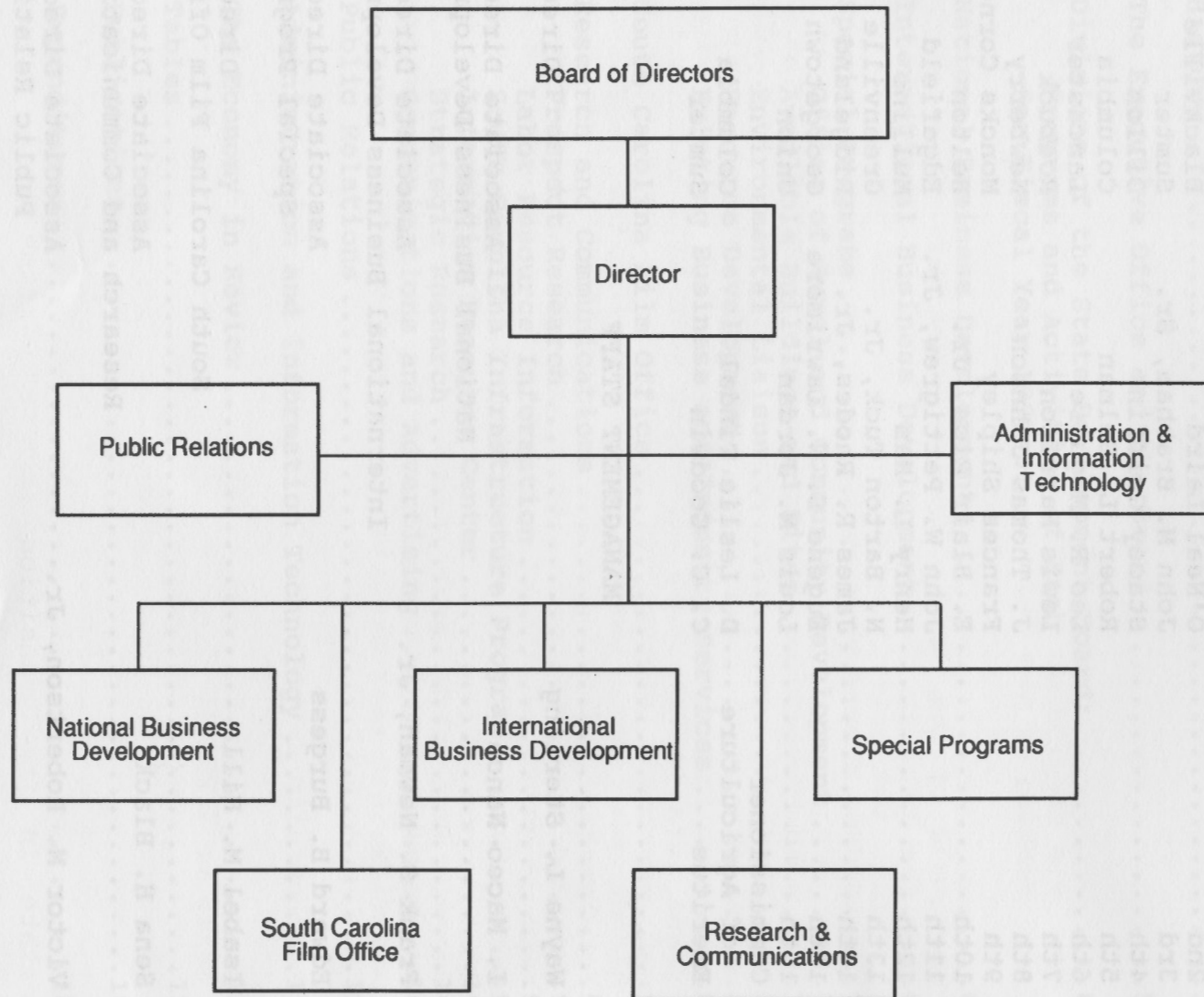
<u>Judicial Circuit</u>	<u>Name</u>	<u>City</u>
Chairman	Vacant	
At Large	Norman J. Arnold	Columbia
At Large	Joseph T. Newton, III	Charleston
1st	J. R. Bell	Harleyville
2nd	O'Neal Laird	Blackville
3rd	John M. Brabham, Sr.	Sumter
4th	Stacey Griffin	Dillon
5th	Robert L. Selman	Columbia
6th	Leo R. Maguire	Lancaster
7th	Lewis Harrison	Roebuck
8th	J. Thomas Johnson	Newberry
9th	Frances Shipley	Moncks Corner
10th	E. Blair Rice, Jr.	Belton
11th	John W. Pettigrew, Jr.	Edgefield
12th	Henry L. Ham	Mullins
13th	N. Barton Tuck, Jr.	Greenville
14th	James R. Rhodes, Jr.	Ridgeland
15th	Eugene S. N. Lawrimore	Georgetown
16th	Louis M. Jordan	Union
Commissioner of Agriculture Emeritus	D. Leslie Tindal C. C. Goodwin	Columbia Sumter

## MANAGEMENT STAFF

Wayne L. Sterling	Director
I. Maceo Nance	Associate Director National Business Development
Frank S. Newman, Jr.	Associate Director International Business Development
Edward B. Burgess	Associate Director Special Programs
Isabel M. Hill	Director South Carolina Film Office
Sena H. Black	Associate Director Research and Communications
Victor M. Robertson, Jr.	Associate Director Public Relations
William Floyd	Associate Director Administration and Information Technology



**SOUTH CAROLINA STATE DEVELOPMENT BOARD  
ORGANIZATIONAL CHART**





## HISTORY

A small number of independent business leaders launched South Carolina's first "development group" in 1919. The South Carolina Development Board, as it was named, received no state funding, although it was enthusiastically supported by the Governor. Instead, it operated much like a chamber of commerce, soliciting members and supporting itself through \$10 membership dues. The bylaws of the first Development Board were adopted at the first meeting in Charleston on July 14, 1920.

Its purpose was to promote the general welfare of the people of South Carolina, and it was to accomplish this mission through marketing the state's crops; developing forage crops, grains and grasses; improving highways; and strengthening the educational system. The Development Board merged with the South Carolina Chamber of Commerce on November 15, 1920.

Records for the next 17 years are incomplete and show only that a number of boards and committees were appointed to study various issues such as building needs of state institutions, development of the state's water resources, and ways to better plan for the state's future. Apparently, no formal development organization was in existence during this period.

In 1938, the General Assembly enacted legislation creating the State Planning Board. The staff of nine members, a director and two technicians began their research to identify the industrial resources of South Carolina, but the survey was never completed. Studies did reveal, however, that urgent needs in 1940 were for more jobs, identifying more markets for agriculture products, more business for merchants and more taxable property to finance government services. Target industries included rayon, ladies' apparel, chemicals and rubber tires.

By 1944, the concentration shifted to attracting industry that would support the wartime effort, such as dehydrated foods, plastics, woolen and worsted textiles, cement, chlorine alkali, aluminum and tin smelting. During these years, the first organized, state-supported development effort was inaugurated when the Preparedness for Peace Commission was established in 1942. The Commission's task was to investigate, study and report to the General Assembly a recommended program for development that would aid the state in its transition from a wartime to a peacetime economy. With a \$15,000 operating budget, the Commission recommended the creation of a state agency to promote the orderly development of South Carolina.



In 1945, the General Assembly created the Department of Research, Planning and Development, abolishing the Preparedness for Peace Commission. Governed by a five-member board, it was required to coordinate operating agencies in their development of plans; to coordinate studies pertaining to its own objectives; to study area problems; to establish local agencies; to advertise the state; and to provide information for and make contacts with private businesses for the purpose of acquainting them with opportunities in South Carolina. In addition, it was vested with state-level control over planning and development of housing and building, commerce, intercoastal waterways, ports, international trade and natural resources. The actual administration of these activities was eventually transferred to other agencies.

Though the agency was empowered with duties and responsibilities far beyond specific industrial development, its major thrust was to offer assistance to existing industry and to provide assistance to outside industry interested in South Carolina. The agency's divisions included Advertising, Public Relations and Tourism. The name of the department was changed to the State Development Board in 1954.

In 1959, the State Development Board's objectives shifted, as the agency became more aggressive in attracting industry to the state. With a significant increase in its budget, a professional staff to implement a development program, and a policy-making board of successful businessmen, the agency was reorganized to pursue the following objectives: to raise the standard of living; to further the development of agricultural-related industry; and to promote the further diversification of industry. It was to accomplish these objectives through the creation of locally developed "internal industries"; a community relations program that encouraged regular contact with local development boards; an active advertising and public relations program; and an Industrial Development Division with data development and an Agricultural Existing Industry Division.

During the postwar economic boom, South Carolina experienced a record-breaking industrial surge. The progress continued into the 1960s, with emphasis on expanding the industrial base to include food processing and packaging, forest products, minerals, metalworking, chemicals, electronics and agriculture-related industries. The State Development Board also aggressively sought the fledgling nuclear industry and directed its marketing efforts toward Europe. In 1967, the Department of Parks, Recreation and Tourism was created out of the State Development Board's Division of Tourism and Travel and the Forestry Division.



During the 1980s, the Development Board became more proactive in the area of international development, establishing offices in Tokyo, Japan, and Frankfurt, Germany, as well as hiring consultants to assist in the Far East — including South Korea — the United Kingdom and Germany. New initiatives in the decade included the Office of Rural and Community Development, a targeted marketing program, and the South Carolina Infrastructure Planning Project (SCIP). In 1986, members of the Board decided the agency's mission was to provide leadership in the maintenance of an environment conducive to private sector development in the state for the purpose of creating wealth and opportunity for its citizens.

#### THE EXECUTIVE OFFICE AND THE BOARD

In consultation with the Board, the Director is responsible for the overall management of the agency, which includes policy development, long-range planning and resource development. The Director's Office is the focal point for the agency's accountability to the public. During Fiscal Year 1990-91, the Director's Office was responsible for managing budget processes, and coordinating agency policies and programs.

The governing and policy-making body for the activities of the agency is the Board. Each year, the Board adopts objectives and programs for achievement in consultation with the Director and the Executive Staff.

Of the 21 board members, 19 are appointed by the Governor, with the advice and consent of the Senate. One member is appointed from each of the 16 Judicial Circuits, and three members are appointed from the state at large. One of the at-large members is appointed by the Governor to serve as Chairman. The state Commissioner of Agriculture also serves on the board, and in 1989, Board Member C. C. Goodwin was named Board Member Emeritus.



THE FOLLOWING IS A BRIEF DESCRIPTION OF THE  
VARIOUS DIVISIONS OF THE STATE DEVELOPMENT  
BOARD AND THE PROGRAMS AND ACTIVITIES  
OF EACH FOR THE FISCAL YEAR 1990-91

NATIONAL BUSINESS DEVELOPMENT

The Division provides professional economic development services to officials of domestic companies and their consultants to assist them in evaluating South Carolina as a site for establishing business activities. In carrying out its mission, the National Division is expected to take a leadership role in project services. At the same time, the Division is responsible for cultivating economic development for South Carolina that relies heavily on public and private ally networks.

During the fiscal year, the Division coordinated 349 in-state prospect visitations, initiated 269 new projects and responded to 2,212 leads generated through a domestic advertising program. In addition, the Division coordinated and participated in an out-of-state marketing mission to the New York-New Jersey area, targeting 944 firms and made personal contact with 45 of those firms, from which it identified 19 possible new projects and have since initiated 10 active projects.

Domestic business and industry continued to show interest in South Carolina as a possible location for investment in Fiscal Year 1990-91. Announced new capital investment in the state by domestic corporations totaled \$673.3 million for the fiscal year, resulting in 3,807 new jobs for South Carolinians.

INTERNATIONAL BUSINESS DEVELOPMENT

The Division provides professional economic development services to officials of international companies to help them evaluate South Carolina as a site to establish business activities and works with South Carolina companies to encourage the expansion of export and trade activities.

During the fiscal year, the Division handled 94 investment projects and 181 in-state visits, and followed up on 268 inquiries. Of this total, 14 new projects were announced for South Carolina. In addition, 44 foreign-owned companies expanded in South Carolina. In total, these announcements created 1,616 jobs at a capital investment of \$468 million.

In the area of trade, the staff organized and participated in four trade shows that involved 42 South Carolina companies (Seoul International Fair in South Korea, Boot '91



in Germany, Canadian Homeware Show and Miyagi Trade Fair in Japan). In addition, staff hosted nine buying missions involving 80 South Carolina companies, and provided 1,197 trade leads and 195 contacts with foreign agents and distributors. Staff also completed and implemented a new data system to produce accurate trade information for South Carolina companies, and responded to 453 trade assistance requests from South Carolina companies.

In the area of marketing, two trips were made to Canada, one to New York and one to Los Angeles, and 98 contacts were made with government and business officials. Also, staff made contacts with 39 foreign companies in South Carolina.

The International Business Development Division also served as planner and host for the annual meeting of the Southeast United States/Korean Economic Committee in Charleston. The Division also coordinated the state's participation in the Southeast United States/Japan Association meeting in Atlanta, planned a trade and investment mission to East Asia that was cancelled, and planned and executed a mission to the Hanover Industrial Trade Fair in Germany.

#### SPECIAL PROGRAMS

The Division contributes to the agency's effectiveness in expanding the industrial and commercial base through several diverse programs, including the Office of Rural and Community Development, Available Buildings and Sites Information, Environmental Liaison, Resource Development, and Existing Business and Industry Services.

##### Office of Rural and Community Development

This office improves the development potential of non-metropolitan counties through a leadership development program and the building of local strategies relevant to community economic development. During the fiscal year, six communities/counties participated and were in various stages of developing local economic development strategies. Legislation was passed that enabled rural counties to pool their resources to form multi-county industrial parks, and staff worked with sponsors and with county development officials in the creation of the first such park in Hampton County. Also, the first Governor's Rural Summit was held and was attended by more than 120 state and local leaders.

##### Available Buildings and Sites

Existing industrial buildings vacated as a result of a plant closing are an important resource for industrial recruitment efforts. During the fiscal year, staff made recommendations on buildings and sites to staff, made monthly mailings of



available buildings, visited all 46 counties to inspect buildings and collect information, and prepared flyers on 153 buildings. More than half, or 51%, of the new plants located in the state during the fiscal year moved into existing buildings.

#### Environmental Liaison

As part of its services to the state's existing industries and for new firms locating in the state, the Development Board provides liaison between environmental regulatory agencies. The services are essential to minimize environmental conflicts during the planning stage of projects. Local areas also are provided assistance in the evaluation of their infrastructure and its ability to support economic growth.

#### Resource Development

Resource Development staff provides professional training opportunities for staff and for economic development professionals in the state. This fiscal year, staff coordinated the quarterly Allies Meetings, training sessions associated with the Allies Meetings and the Economic Development School at the College of Charleston. Additionally, the program evaluates the financing needs of companies and recommends available financing alternatives.

#### Existing Business and Industry Services

The Department continues to promote economic stability and development through a strategy that encourages expansion of existing industries and the retention of existing jobs. Field agents visited 1,229 South Carolina companies during the fiscal year, providing follow-up assistance to 490 firms. On-site visits revealed 354 companies interested in expanding, and staff assisted those companies. In-depth project assistance was given to 15 firms, of which five projects were announced.

The Existing Business and Industry Services Department continued to be a member of the "Rapid Response" team under a Jobs Training Partnership Act grant. Staff provided aversion assistance to 8 firms that had notified the state of their intentions to close. A Palmetto Ambassador recognition effort was continued to acknowledge existing business persons who have contributed their time to help convince companies to locate in South Carolina. Twenty-eight recipients received the Governor's award. Also, staff coordinated the first Industry Appreciation Week to honor the state's existing businesses.



## SOUTH CAROLINA FILM OFFICE

The South Carolina Film Office recruits and facilitates motion picture, television and commercial production and fosters the development of an indigenous film industry.

During the fiscal year, two feature films, one cable television miniseries, and a portion of one network made-for-television movie were filmed in the state. Also, 10 full-length television programs, 10 short format television programs, eight national and four regional commercials were shot on location in South Carolina.

Also during the year, the Film Office represented the state at two national trade shows, distributed more than 950 copies of the state's production manual and implemented an advertising campaign. The Division also assisted development plans for a film studio and drafted legislation on sales and use tax exemptions for motion picture producers.

## RESEARCH AND COMMUNICATIONS

The Division promotes economic development at the state and local levels through responsive and proactive research and communications programs.

### Prospect Research

The Department develops targeted customized proposals to market South Carolina and individual communities to firms considering locating and expanding in the state. During the fiscal year, 111 proposals were completed, and staff participated in the coordination of local ally efforts on three major projects. The Division participated extensively in the state's efforts to secure the New Production Reactor for the Savannah River Site.

### Labor Resource Information

During the fiscal year, the Division continued a program to evaluate the state's labor pool in terms of staffing new or expanding firms. The program provided customized reports to industrial prospects that describe in detail the quantity, quality and wage levels of the labor market throughout the state. During the year, the Division produced labor profiles for 426 projects for Development Board and ally needs, and produced 111 standardized profiles on communities and a state overview.

### South Carolina Infrastructure Program (SCIP)

The South Carolina Infrastructure Program uses state-of-the-art geographical information systems (GIS) technology to



develop a database on infrastructure, economic and business information. The primary goals of this program are analyses of infrastructure projects, prospect presentations and the development of a statewide network of regional GIS centers. During the fiscal year, the Department continued the implementation of statewide databases, designed more than 1,000 map products, developed advanced applications for the site selection process and assisted with more than 20 projects.

The Department also expanded the network of regional GIS centers, which now includes seven of the 10 Councils of Government and held the first SCIP Network conference concentrating on sharing expertise in GIS applications.

#### Information Resource Center

The Information Resource Center published the "1991 Industrial Directory" and continued to maintain the capital investment and employment database that monitors economic development activity in the manufacturing, research and development, corporate office and distribution sectors. Staff also produced seven industry sector supplier reports and maintained a variety of company listings. Staff updated and maintained community profiles on 111 communities; maintained and published quarterly profiles on the state, metropolitan areas and counties; produced a tax millage report by county; prepared special analysis on taxes and incentives in southeastern states; and assisted 3,179 clients with requests for information.

#### Strategic Research

A strategic market analysis program identifies and develops business development opportunities for increased diversification of the economy and higher levels of per capita income. During the fiscal year, the following industries were targeted: pharmaceuticals and other drug-related products, materials handling equipment, converted paper products, telecommunications equipment, and analytical and industrial manufacturers. For each target industry, an analysis of site location factors and the state's advantages for the industry were completed. In addition, specific companies for potential investment opportunities were identified for a marketing team trip to New York and New Jersey.

#### Communications and Advertising

During the fiscal year, staff implemented a full-scale identity program, produced a new series of communications materials and provided direct mail marketing support for the New York/New Jersey call trip. The Department also managed the State Development Board's advertising contract,



overseeing production and budget for the creation and placement of ads in national publications. These ads, which promote South Carolina to specific targeted audiences, generated more than 2,000 inquiries. Also, a cooperative ad program with economic development allies was continued.

#### PUBLIC RELATIONS

The Division supports economic development activity at state and local levels by promoting the agency to the general public and the media, and by assisting economic development allies with their activities, effective governmental relations and through the selective use of promotional projects and events to develop prospect leads.

During the fiscal year, the Division assisted with local announcements and groundbreakings, published quarterly magazine "Economic Developments," worked with national and international magazines to promote the state, coordinated editorial board meetings for senior staff, and coordinated publicity for Development Board projects, meetings and events.

The Division also arranged the Development Board's participation in the Heritage Tournament. In addition, staff managed the events associated with the state's host role with the Southeast United States/Korea Economic Committee meeting in Charleston.

#### ADMINISTRATION AND INFORMATION TECHNOLOGY

This Division provides internal administrative support and control services for the entire agency.

Its functions include budgeting, accounting, personnel, procurement/supplies, fixed-asset inventory control, office services, switchboard and receptionist services, and the assignment and maintenance of the agency's state automobiles. The Division also is responsible for the maintenance and use of the agency's aircraft as well as for the agency's computer resources.



## THE ECONOMY IN REVIEW

Despite the national recession and the uncertainty produced by the Gulf War, the state's economy held its own during the 1990-91 Fiscal Year with sustained capital investments, a lower unemployment rate than the nation and steady increases in personal income.

South Carolina continues to build on its economic development momentum with modest growth, reporting more than \$1.3 billion in total capital investments and creating 9,372 direct new jobs (See Table I) for the fiscal year. The manufacturing sectors of textiles, paper and printing, chemicals, and metals and equipment led the capital investments, accounting for 77% of the announced total, and metals and equipment, office headquarters and textiles led in the creation of new jobs, with 50% of the total (See Table II).

Foreign-affiliated firms continued to contribute heavily to the state's investment numbers, with more than \$468 million in new and expanded investments reported (See Table III). Switzerland, Japan and Germany led new foreign investments with a combined \$347 million or 74% of the total. Japan and Germany led in the number of new jobs created by foreign investments (See Table IV).

Rural areas of the state attracted 47% of the new jobs for the fiscal year, and urban areas accounted for 68% of the investments (See Table V).

The state's unemployment rate of 4.7% remained well below the national average at 5.4%. A personal income growth rate of 9.6% not only outpaced the rest of the country at 6.5% but also placed South Carolina third in the nation behind Hawaii and South Dakota. While South Carolina's rank in per capita income remained 42nd nationally, per capita income as a percentage of the national average was the highest in two decades at 81%.



TABLE I

FY 1990-91 PERCENTAGE OF CAPITAL INVESTMENT AND EMPLOYMENT IN NEW AND EXISTING FIRMS  
BY INDUSTRY IN SOUTH CAROLINA

INDUSTRY	NUMBER OF FIRMS		EMPLOYMENT		INVESTMENT (\$000)	
	NUMBER	% OF TOTAL	NUMBER	% OF TOTAL	DOLLARS	% OF TOTAL
FOOD AND KINDRED PROD	28	5%	778	8%	\$45,673	3%
TEXTILE MILL PRODUCTS	53	10%	1,141	12%	\$292,269	22%
APPAREL	20	4%	870	9%	\$7,380	1%
WOOD AND FURNITURE	38	7%	409	4%	\$15,141	1%
PAPER AND PRINTING	56	11%	459	5%	\$260,588	19%
CHEMICALS	44	8%	592	6%	\$246,961	18%
RUBBER/PLASTICS	30	6%	705	8%	\$108,303	8%
METALS & EQUIPMENT*	181	35%	2,352	25%	\$234,429	18%
REMAINING**	41	8%	419	4%	\$46,832	3%
DISTRIBUTION	15	3%	335	4%	\$13,050	1%
HEADQUARTERS	12	2%	1,258	13%	\$66,570	5%
RESEARCH	6	1.1%	54	0.6%	\$1,815	0.1%
TOTALS	524	100%	9,372	100%	\$1,339,011	100%

\* Includes Primary Metal; Fabricated Metal; All Machinery; Transport and Electrical Equipment; and Instruments

\*\* Represents Petroleum; Leather; Stone, Clay, Glass, and Concrete; Remaining Manufacturing; and Tobacco

NOTE: Detail may not equal 100% because of rounding.

SOURCE: Division of Research and Communications, S.C. State Development Board



TABLE II

**FY CAPITAL INVESTMENT AND EMPLOYMENT IN SOUTH CAROLINA  
BY NEW AND EXISTING FIRMS**

YEAR	NUMBER OF FIRMS			EMPLOYMENT			INVESTMENT (\$000)		
	NEW	EXISTING*	TOTAL	NEW	EXISTING*	TOTAL	NEW	EXISTING*	TOTAL
1986-87	107	737	844	10,623	7,147	17,770	\$607,586	\$1,255,707	\$1,863,293
1987-88	91	674	765	9,099	9,809	18,908	\$770,615	\$1,596,174	\$2,366,789
1988-89	91	701	792	8,173	11,353	19,526	\$561,620	\$2,735,907	\$3,297,527
1989-90	94	715	809	7,243	10,990	18,233	\$1,099,035	\$2,423,948	\$3,522,983
1990-91	60	464	524	4,489	4,883	9,372	\$341,405	\$997,606	\$1,339,011

\* Represents additional investment or employment created by expansions at existing facilities

Includes Manufacturing, Distribution, Corporate Headquarters, and Research

SOURCE: Division of Research and Communications, S.C. State Development Board



TABLE III

## FY 1990-91 CAPITAL INVESTMENT\*

FY 1990-91		
#	DOMESTIC INV	EMP
466	\$870,869,000	7,756
FY 1990-91		
#	FOREIGN INV	EMP
58	\$468,142,000	1,616
FY 1990-91		
#	TOTAL INV	EMP
524	\$1,339,011,000	9,372

\* Includes Manufacturing, Distribution, Corporate Headquarters, and Research

SOURCE: Division of Research and Communications, S.C. State Development Board



TABLE IV

FY 1990-91 FOREIGN AFFILIATED CAPITAL INVESTMENT IN SOUTH CAROLINA  
BY COUNTRY

COUNTRY	INVESTMENT	EMPLOYMENT
BRAZIL	\$22,000,000	134
FRANCE	\$40,300,000	245
GERMANY	\$81,550,000	297
ITALY	\$10,000,000	50
JAPAN	\$104,732,000	404
SWITZERLAND	\$160,675,000	135
OTHER*	\$48,885,000	351
TOTAL	\$468,142,000	1,616

\* OTHER includes Austria, Belgium, Canada, Gt. Britain, Netherlands,  
and Sweden

SOURCE: Division of Research and Communications,  
S.C. State Development Board



TABLE V  
ANNOUNCED CAPITAL INVESTMENT AND EMPLOYMENT  
IN URBAN AND RURAL AREAS  
FISCAL YEAR 1990-91

	NUMBER OF FIRMS	EMPLOYMENT	INVESTMENT
	-----	-----	-----
URBAN	312	5,010	\$908,216,000
RURAL	212	4,362	\$430,795,000
TOTAL	524	9,372	\$1,339,011,000

EXPENDITURES		FISCAL YEAR 1990-91	
Director's Office and the Board	\$ 143,885		
National Business Development	737,335		
International Business Development	1,655,579		
Special Programs	698,102		
Firm Office	357,910		
Research and Communications	1,859,587		
Public Relations	428,803		
Administration and Information Technology	2,626,937		
Total	\$8,739,137		

SOURCE: Division of Research and Communications,  
S.C. State Development Board



PUBLICATIONS OF THE SOUTH CAROLINA  
STATE DEVELOPMENT BOARD

South Carolina Profitability Package  
 South Carolina Manufacturing Monograph  
 South Carolina High Performance Plastics Brochure  
 South Carolina Electronics Brochure  
 South Carolina Instrumentation Report  
 South Carolina Pharmaceuticals Report  
 South Carolina Taxes Report  
 South Carolina Financial Incentives Report  
 South Carolina Work Force Report  
 South Carolina Infrastructure Report  
 South Carolina Summary of Federal and State Funding  
     Resources and Programs  
 Economic Developments Magazine  
 Business Developments Newsletter  
 Rural Developments Newsletter  
 South Carolina Export Directory Series  
 South Carolina Industrial Directory  
 South Carolina Metalworking Directory  
 South Carolina Production Manual  
 South Carolina Quality of Life Posters  
 South Carolina State Development Board Annual Report  
 South Carolina State Development Board Existing Business and  
     Industry Services Brochure  
 South Carolina State Development Board Local Economic Action  
     Planning Brochure  
 South Carolina State Development Board Office of Rural and  
     Community Development Brochure  
 South Carolina State Map  
 South Carolina: A Way of Life Film  
 South Carolina: The Facts Add Up Marketing Presentation

EXPENDITURES  
FISCAL YEAR 1990-91

Director's Office and the Board	\$ 343,885
National Business Development	737,335
International Business Development	1,656,579
Special Programs	698,102
Film Office	357,910
Research and Communications	1,889,587
Public Relations	428,802
<u>Administration and Information Technology</u>	<u>2,626,937</u>
 Total	 \$8,739,137

Total Number of Documents Printed	<u>255</u>
Cost Per Unit	\$ <u>1.09</u>
Printing Cost - S.C. State Budget & Control Board (up to 255 copies)	\$ <u>277.54</u>
Printing Cost - Individual Agency (requesting over 255 copies)	\$ <u>-</u>
Total Printing Cost	\$ <u>277.54</u>